

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 212048Z SEP 76
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 4832

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PASS TO OED/MEPD AND OIM/BREWER

E.O. 11652: N/A
TAGS: BENC, VE
SUBJECT: MAJOR PROJECT CARACAS SUBWAY

REF: STATE 220110

1. ROBERT FUCHS, VP FINANCE, OF PULLMAN STANDARD REPORTED ON HIS DISCUSSIONS THIS WEEK WITH DR. MANUAL DIAZ DIAZ ASSISTANT DIRECTOR OF CARACAS SUBWAY PROJECT. FUCHS FEELS PULLAN CONSORTIUM IS MAKING GOOD PROGRESS. HE PROPOSED TO SHIP ONE COMPLETE SUBWAY CAR TO VENEZUELA FOR OBSERVATION, TECHNICAL EVALUATION, AND EVENTUAL DISPLAY TO PUBLIC AFTER SUBWAY CONSTRUCTION BEGINS IN EARNEST. DIAZ WAS ENTHUSIASTIC, ACCORDING TO FUCHS, AND THE MATTER IS NOW BEFORE MINISTER GABALDON FOR DECISION.
 2. IF SUCCESSFUL, THIS WOULD BE QUITE A COUP, AND FUCHS REQUESTED EMBASSY SUPPORT. PRESIDENT MCDIVITT AND A PARTY OF FIVE OR SIX FROM PULLMAN STANDARD WILL COME TO CARACAS OCTOBER 31 TO NOVEMBER 6 OR ALTERNATIVE DATES TIMED TO COINCIDE WITH DELIVERY OF THE SUBWAY CAR IN CARACAS. EMBASSY COMMENT: GIVEN DELAYS DELAYS IN PORT OF LA GUAIRA, THIS TARGET DATE IS UNREALISTIC.
 3. FUCHS SAID PULLMAN LINING UP ALTERNATIVE FORMS OF FINANCING BUT NEEDS INDICATION FROM GONZALEZ LANDER AS TO TYPE OF FINANCING GOV WILL WANT. EMBOFF AGREED TO TRY PURSUE WITH GONZALEZ
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LANDER AFTER HIS RETURN FROM EUROPEAN TRIP AND BEFORE HIS VISIT

TO EXIM BANK OCTOBER 18.

4. GIVEN PULLMAN INCORPORATED'S VARIOUS INTERESTS HERE, I.E.
PULLMAN-SWINDELL ON RAILROAD, PULLMAN STANDARD ON METRO,
PULLMAN-KELLOG ON VARIOUS REFINERY AND PETROCHEMICAL PROJECTS,
AND PULLMAN SWINDELL ON SIDOR HY* DIRECT REDUCTION PROCESS
INSTALLATION, EMBOFF SUGGESTED CORPORATE HEADQUARTERS SHOULD
SET UP REPRESENTATIVE OFFICE IN CARACAS AS WESTINGHOUSE HAS DONE
FOR METRO AND OTHER PROJECTS.

5. EMBASSY WIL CONTINUE EXTEND ALL APPROPRIATE SUPPORT
TO PULLMAN CONSORTIUM EFFORT.
VAKY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976CARACA11294
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760358-0278
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760938/aaaabgpc.tel
Line Count: 74
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 220110
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUL 2004 by ElyME>; APPROVED <21 JUL 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT CARACAS SUBWAY
TAGS: BENC, VE
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006